A5185-1
11/9/82

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	6,993	.92	6,423	1.09
Alaska	514	.10	379	.07	578	.09	547	.07	648	.11
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	11,642	1.52	9,389	1.60
Arkansas	3,873	.74	4,278	.74	5,058	.76	5,568	.72	4,573	.78
California	70,462	13.44	77,939	13.42	86,108	12.95	89,503	11.65	69,967	11.89
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	14,480	1.88	9,179	1.56
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	7,534	.98	5,802	.99
Delaware	1,213	.21	1,289	.22	1,308	.20	1,390	.18	1,230	.21
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	2,013	.26	1,409	.24
Florida	28,390	5.41	32,362	5.57	40,716	6.12	48,804	6.35	38,419	6.53
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	10,818	1.40	8,046	1.37
Hawaii	1,104	.21	1,469	.25	1,450	.22	1,585	.21	1,073	.18
Idaho	2,829	.54	3,630	.63	4,001	.60	4,592	.60	3,724	.63
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	32,265	4.20	24,180	4.11
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	18,203	2.37	13,510	2.30
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	13,475	1.75	11,660	1.98
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	8,657	1.13	6,379	1.08
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	8,602	1.11	7,572	1.29
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	8,355	1.09	7,122	1.21
Maine	2,562	.49	3,083	.53	3,990	.60	3,834	.50	2,596	.44
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	10,481	1.36	9,086	1.54
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	29,393	3.83	21,539	3.66
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	32,483	4.23	25,179	4.28
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	13,878	1.81	12,429	2.11
Mississippi	2,713	.52	3,624	.62	3,890	.59	4,040	.53	3,364	.57
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	18,142	2.36	14,271	2.43
Montana	1,767	.34	2,363	.41	3,340	.50	4,531	.59	2,934	.50
Nebraska	4,295	.82	4,762	.82	5,940	.89	8,319	1.08	6,797	1.16
Nevada	1,625	.31	1,703	.29	1,966	.30	2,137	.28	1,719	.29
Sub Total	**291,129**	**55.49**	**321,961**	**55.44**	**369,031**	**55.50**	**422,264**	**54.96**	**330,219**	**56.13**

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	2,297	.30	1,674	.28
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	15,057	1.96	12,674	2.15
New Mexico	2,238	.43	2,315	.40	2,902	.44	3,794	.49	3,189	.54
New York	31,504	6.01	33,297	5.73	36,938	5.55	38,800	5.05	31,498	5.35
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	9,253	1.20	8,024	1.36
North Dakota	2,032	.39	2,549	.44	3,140	.47	3,393	.44	2,451	.42
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	27,571	3.59	22,754	3.87
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	9,875	1.28	8,832	1.50
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	19,066	2.48	15,255	2.60
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	45,201	5.88	34,351	5.84
Rhode Island	2,875	.55	3,006	.52	2,990	.45	3,539	.46	2,520	.43
South Carolina	3,313	.63	3,841	.66	4,410	.66	4,541	.59	3,781	.64
South Dakota	2,131	.41	2,479	.43	2,395	.36	3,189	.42	2,223	.38
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	10,929	1.42	8,844	1.50
Texas	28,066	5.35	30,433	5.24	38,457	5.78	42,209	5.49	32,551	5.54
Utah	3,457	.66	4,713	.81	4,947	.74	6,039	.79	5,731	.97
Vermont	1,373	.26	1,908	.33	3,894	.59	4,202	.55	3,559	.61
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	10,208	1.33	8,348	1.42
Washington	11,555	2.20	12,312	2.12	15,300	2.30	17,507	2.28	12,400	2.11
West Virginia	4,296	.82	5,083	.88	5,698	.86	7,008	.92	5,408	.92
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	15,425	2.02	11,965	2.03
Wyoming	906	.17	1,101	.19	1,057	.16	1,176	.15	974	.17
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	45,697	5.95	19,002	3.24
Domestic Subtotal	**524,559**	**100%**	**580,721**	**100%**	**664,915**	**100%**	**768,240**	**100%**	**588,227**	**100%**
Canada	24,756		24,580		35,706		33,455		24,514	
Other Exp. from U.S.	34,678		34,097		29,903		30,025		21,307	
Miscellaneous	1,120		852		6,118		2,481		1,116	
GRAND TOTAL	**585,113**		**640,250**		**736,642**		**834,201**		**635,164**	

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - 15,140,889.
1979 - 240,374 units - - - - 16,803,453.
1980 - 247,756 units - - - - 17,578,480.
1981 - 253,091 units - - - - 17,373,896.
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - 1,651,106
1979 - 1,725,803
1980 - 2,495,311
1981 - 3,029,171
1982 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 - 29,417
1982 -

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	4,909	4,019
	Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
	In Ear:	124	297	-0-	-0-	124	297
	Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 -	Eyeglass:						
	Behind Ear:						
	In Ear:						
	Totals:						

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982 Jan. - Sep.
a. Maskers:	505	270
b. Masker Aids:	469	334

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982 Jan. - Sep.
Europe:	4,597	3,207
Middle East:	515	325
Africa:	345	151
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,627
Japan:	3,783	2,570
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,291
Unallocated by the reporting companies:	15,121	10,136
TOTAL:	30,025	**21,307**

HEARING INDUSTRIES ASSOCIATION HIA

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D	I.T.E. F	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D Modular	I.T.E. D Custom	I.T.E. F Modular	I.T.E. F Custom	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3	8,713	641	80,584	43,546	3,481	82,153	569	180	1,909	2,596	176,840	47,532	224,372
	4	9,132	503	71,975	31,923	2,728	76,640	1,262	93	1,466	3,066	161,941	36,847	198,788

D = Domestic Manufactured
F = Foreign Manufactured

(over)

UNITS SOLD BY TYPE & ORIGIN (CONTINUED)

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		
		D	F	D	F	D		F		D	F	D	F	GT
						Modular	Custom	Modular	Custom					
1982	1	6,601	564	72,126	35,015	2,951	74,946	547	7	1,692	2,348	158,316	38,481	196,797
	2	8,192	545	75,487	38,326	2,599	86,635	312	603	1,984	1,896	174,897	41,682	216,579
	3	6,841	2,190	73,873	40,027	2,167	92,127	605	272	1,588	2,098	176,596	45,192	221,788
EAR END TOTALS														

D = Domestic Manufactured
F = Foreign Manufactured

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	6,993	.92	8,429	1.07
Alaska	514	.10	579	.07	578	.09	547	.07	946	.13
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	11,642	1.52	12,419	1.57
Arkansas	3,873	.74	4,278	.74	5,058	.76	5,568	.72	6,826	.86
California	70,462	13.44	77,959	13.42	86,108	12.95	89,503	11.65	93,198	11.76
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	14,480	1.88	12,447	1.57
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	7,534	.98	7,897	1.00
Delaware	1,213	.21	1,289	.22	1,308	.20	1,390	.18	1,588	.20
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	2,013	.26	1,893	.24
Florida	28,390	5.41	32,362	5.57	40,716	6.12	48,804	6.35	52,196	6.58
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	10,818	1.40	10,737	1.35
Hawaii	1,104	.21	1,469	.25	1,450	.22	1,585	.21	1,365	.17
Idaho	2,829	.54	3,630	.63	4,001	.60	4,592	.60	5,089	.64
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	32,265	4.20	32,137	4.05
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	18,203	2.37	18,164	2.29
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	13,475	1.75	15,622	1.97
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	8,657	1.13	8,548	1.08
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	8,602	1.11	10,217	1.29
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	8,355	1.09	9,476	1.20
Maine	2,562	.49	3,083	.53	3,990	.60	3,834	.50	3,596	.45
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	10,481	1.36	12,380	1.56
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	29,393	3.83	28,890	3.64
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	32,483	4.23	34,102	4.30
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	13,878	1.81	16,820	2.12
Mississippi	2,713	.52	3,624	.62	3,890	.59	4,040	.53	4,603	.58
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	18,142	2.36	19,060	2.40
Montana	1,767	.34	2,363	.41	3,340	.50	4,531	.59	3,901	.49
Nebraska	4,295	.82	4,762	.82	5,940	.89	8,319	1.08	8,974	1.13
Nevada	1,625	.31	1,703	.29	1,966	.30	2,137	.28	2,378	.30
Sub Total	**291,129**	**55.49**	**321,961**	**55.44**	**369,031**	**55.50**	**422,264**	**54.96**	**443,896**	**55.99**

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	2,297	.30	2,248	.28
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	15,057	1.96	17,474	2.20
New Mexico	2,238	.43	2,315	.40	2,902	.44	3,794	.49	4,291	.54
New York	31,504	6.01	33,297	5.73	36,938	5.55	38,800	5.05	41,854	5.29
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	9,255	1.20	10,829	1.37
North Dakota	2,052	.39	2,549	.44	3,140	.47	3,393	.44	3,364	.42
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	27,571	3.59	30,687	3.87
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	9,875	1.28	11,628	1.47
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	19,066	2.48	19,596	2.48
Pennsylvania	26,741	5.10	31,345	5.40	39,695	5.97	45,201	5.88	46,600	5.88
Rhode Island	2,875	.55	3,006	.52	2,990	.45	3,539	.46	3,277	.41
South Carolina	3,313	.63	3,841	.66	4,410	.66	4,541	.59	5,183	.65
South Dakota	2,151	.41	2,479	.43	2,395	.36	3,189	.42	3,050	.38
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	10,929	1.42	11,810	1.49
Texas	28,066	5.35	30,433	5.24	38,457	5.78	42,209	5.49	42,637	5.38
Utah	3,457	.66	4,713	.81	4,947	.74	6,039	.79	7,762	.98
Vermont	1,373	.26	1,908	.33	3,894	.59	4,202	.55	4,786	.60
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	10,208	1.33	11,294	1.42
Washington	11,555	2.20	12,312	2.12	15,300	2.30	17,507	2.28	16,794	2.12
West Virginia	4,296	.82	5,083	.88	5,698	.86	7,008	.92	7,351	.93
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	15,425	2.02	16,276	2.05
Wyoming	906	.17	1,101	.19	1,057	.16	1,176	.15	1,200	.15
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	45,697	5.95	28,829	3.65
Domestic Subtotal	**524,559**	**100%**	**580,721**	**100%**	**664,915**	**100%**	**768,240**	**100%**	**792,716**	**100%**
Canada	24,756		24,580		35,706		33,455		32,734	
Other Exp. from U.S.	34,678		34,097		29,903		30,025		27,563	
Miscellaneous	1,120		852		6,118		2,481		1,472	
GRAND TOTAL	**585,113**		**640,250**		**736,642**		**834,201**		**854,485**	

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - 15,140,889.
1979 - 240,374 units - - - - 16,803,453.
1980 - 247,756 units - - - - 17,578,480.
1981 - 253,091 units - - - - 17,373,896.
1982 - 234,979 units - - - - 16,728,254.

2. Hearing Aid Parts (dollar value only)

1978 - 1,651,106
1979 - 1,725,803
1980 - 2,495,311
1981 - 3,029,171
1982 - 4,190,383

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 - 29,417
1982 - 32,191

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	4,909	4,019
	Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
	In Ear:	124	297	-0-	-0-	124	297
	Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 -	Eyeglass:	2,211	1,933	198	190	2,409	2,123
	Behind Ear:	3,913	5,304	846	760	4,759	6,064
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	6,124	7,237	1,044	950	7,168	8,187

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982
a. Maskers:	505	391
b. Masker Aids:	469	422

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982
Europe:	4,597	4,158
Middle East:	515	360
Africa:	345	237
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897
Japan:	3,783	3,389
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718
Unallocated by the reporting companies:	15,121	13,804
TOTAL:	30,025	**27,563**

HEARING INDUSTRIES ASSOCIATION HIA

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D	I.T.E. F	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D Modular	I.T.E. D Custom	I.T.E. F Modular	I.T.E. F Custom	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	*63,546*	34,574	6,514	*56,748*	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3	8,713	641	80,584	43,546	3,481	82,153	569	180	1,909	2,596	176,840	47,532	224,372
	4	9,132	503	71,975	31,923	2,728	76,640	1,262	93	1,466	3,066	161,941	36,847	198,788

D = Domestic Manufactured
F = Foreign Manufactured

(over)

UNITS SOLD BY TYPE & ORIGIN (CONTINUED)

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		GT
		D	F	D	F	D		F		D	F	D	F	
						Modular	Custom	Modular	Custom					
1982	1	6,601	564	72,126	35,015	2,951	74,946	547	7	1,692	2,348	158,316	38,481	196,797
	2	8,192	545	75,487	38,326	2,599	86,635	312	603	1,984	1,896	174,897	41,682	216,579
	3	6,841	2,190	73,873	40,027	2,167	92,127	605	272	1,588	2,098	176,596	45,192	221,788
	4	6,646	526	71,927	41,513	1,823	92,775	189	469	1,335	2,118	174,506	44,815	219,321
YEAR END TOTALS		28,280	3,825	293,413	154,881	9,540	346,483	1,653	1,351	6,599	8,460	684,315	170,170	854,485

D = Domestic Manufactured
F = Foreign Manufactured

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983 Jan.-Mar.		1984	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	2,259	1.03		
Alaska	578	.09	547	.07	946	.13	449	.20		
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	3,414	1.56		
Arkansas	5,058	.76	5,568	.72	6,826	.86	2,019	.93		
California	86,108	12.95	89,503	11.65	93,198	11.76	26,031	11.96		
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	2,793	1.28		
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	2,105	.97		
Delaware	1,308	.20	1,390	.18	1,588	.20	351	.16		
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	480	.22		
Florida	40,716	6.12	48,804	6.35	52,196	6.58	17,682	8.12		
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	2,891	1.33		
Hawaii	1,450	.22	1,585	.21	1,363	.17	389	.18		
Idaho	4,001	.60	4,592	.60	5,089	.64	1,690	.78		
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	8,678	3.99		
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	4,891	2.25		
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	4,593	2.11		
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	2,002	.92		
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	2,644	1.21		
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	2,658	1.22		
Maine	3,990	.60	3,834	.50	3,596	.45	920	.42		
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	3,258	1.50		
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	6,681	3.07		
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	8 326	3.82		
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	4,435	2.04		
Mississippi	3,890	.59	4,040	.53	4,603	.58	1,116	.51		
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	5,511	2.53		
Montana	3,340	.50	4,531	.59	3,901	.49	1,085	.50		
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	2,431	1.12		
Nevada	1,966	.30	2,137	.28	2,378	.30	645	.30		
Sub Total	**369,031**		**422,264**		**443,896**		**122,427**			

(Continued - page 2)

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983 Jan.-Mar.		1984	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	535	.25		
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	4,452	2.04		
New Mexico	2,902	.44	3,794	.49	4,291	.54	1,246	.57		
New York	36,938	5.55	38,800	5.05	41,854	5.29	10,049	4.62		
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	2,633	1.21		
North Dakota	3,140	.47	3,393	.44	3,364	.42	926	.43		
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	8,384	3.85		
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	2,800	1.29		
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	4,814	2.21		
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	12,148	5.58		
Rhode Island	2,990	.45	3,539	.46	3,277	.41	810	.37		
South Carolina	4,410	.66	4,541	.59	5,183	.65	1,536	.71		
South Dakota	2,395	.36	3,189	.42	3,050	.38	821	.38		
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	3,376	1.55		
Texas	38,457	5.78	42,209	5.49	42,637	5.38	11,491	5.28		
Utah	4,947	.74	6,039	.79	7,762	.98	1,990	.91		
Vermont	3,894	.59	4,202	.55	4,786	.60	1,334	.61		
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	3,195	1.47		
Washington	15,300	2.30	17,507	2.28	16,794	2.12	5,039	2.31		
West Virginia	5,698	.86	7,008	.92	7,351	.93	1,848	.85		
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	4,400	2.02		
Wyoming	1,057	.16	1,176	.15	1,200	.15	270	.12		
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	11,202	5.14		
Domestic Subtotal	**664,915**	**100%**	**768,240**	**100%**	**792,716**	**100%**	**217,726**	**100%**		
Canada	35,706		33,455		32,734		7,797			
Other Exp. from U.S.	29,903		30,025		27,563		7,642			
Miscellaneous	6,118		2,481		1,472		696			
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**233,861**			
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**					

08P020

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units

MISCELLANEOUS DATA (continued)

C. **CROSS - BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG./ CROS	FOREIGN MFG./ BICROS	TOTALS CROS	TOTALS BICROS
1979 - Eyeglass:	4,468	3,767	441	252	**4,909**	**4,019**
Behind Ear:	6,468	4,114	1,019	1,444	**7,482**	**5,558**
In Ear:	124	297	-0-	-0-	**124**	**297**
Totals:	11,055	8,178	1,460	1,696	**12,515**	**9,874**
1980 - Eyeglass:	3,295	3,048	414	350	**3,709**	**3,398**
Behind Ear:	4,357	6,047	999	794	**5,356**	**6,841**
In Ear:	-0-	-0-	-0-	-0-	**-0-**	**-0-**
Totals:	7,652	9,095	1,413	1,144	**9,065**	**10,239**
1981 - Eyeglass:	4,218	3,695	317	225	**4,535**	**3,920**
Behind Ear:	3,597	6,242	836	750	**4,433**	**6,992**
In Ear:	-0-	-0-	-0-	-0-	**-0-**	**-0-**
Totals:	7,815	9,937	1,153	975	**8,968**	**10,912**
1982 - Eyeglass:	2,211	1,933	198	190	**2,409**	**2,123**
Behind Ear:	3,913	5,304	846	760	**4,759**	**6,064**
In Ear:	-0-	-0-	-0-	-0-	**-0-**	**-0-**
Totals:	6,124	7,237	1,044	950	**7,168**	**8,187**

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983 Jan.-Mar.
a. Maskers:	505	391	-22.57%	101
b. Masker Aids:	469	422	-10.02%	127

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983 Jan.-Mar.
Europe:	4,597	4,158	- 9.55%	1,099
Middle East:	515	360	-30.10%	20
Africa:	345	237	-31.30%	161
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	720
Japan:	3,783	3,389	-10.42%	524
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	729
Unallocated by the reporting companies:	15,121	13,804	- 8.71%	4,389
TOTAL:	30,025	27,563	- 8.20%	7,642

NET UNITS SOLD BY TYPE AND ORIGIN

		EYEGLASS		E.T.E.		I.T.E.					CONV.		TOTALS		
		D	F	D	F	D			F		D	F	D	F	GT
						Modular	Custom	Canal	Modular	Custom	Canal					
1980	1:	8,655:	881:	63,452:	33,859:	3,246:	46,660:		483:	-0-:		2,613:	2,584:	124,626:	37,807:	162,433
	2:	9,599:	1,140:	63,546:	34,574:	6,514:	56,748:		1,990:	-0-:		2,578:	2,699:	138,985:	40,403:	179,388
	3:	9,207:	574:	75,243:	41,321:	5,013:	61,530:		692:	124:		2,435:	2,791:	153,428:	45,502:	198,930
	4:	8,596:	679:	74,163:	42,171:	4,354:	60,685:		572:	102:		1,844:	2,725:	149,642:	46,249:	195,891
TOTAL'80		**36,057:**	**3,274:**	**276,404:**	**151,925:**	**19,127:**	**225,623:**		**3,737:**	**226:**		**9,470:**	**10,799:**	**566,681:**	**169,961:**	**736,642**
1981	1:	8,160:	633:	70,738:	38,962:	3,615:	64,891:		447:	195:		2,262:	2,154:	149,666:	42,391:	192,057
	2:	9,059:	734:	80,860:	46,455:	3,401:	73,540:		590:	1,500:		1,754:	1,091:	168,614:	50,370:	218,984
	3:	8,713:	641:	80,584:	43,546:	3,481:	82,153:		569:	180:		1,909:	2,596:	176,840:	47,532:	224,372
	4:	9,132:	503:	71,975:	31,923:	2,728:	76,640:		1,262:	93:		1,466:	3,066	161,941:	36,847:	198,788
TOTAL'81		**35,064:**	**2,511:**	**304,157:**	**160,886:**	**13,225:**	**297,224:**		**2,868:**	**1,968:**		**7,391:**	**8,907:**	**657,061:**	**177,140:**	**834,201**
1982	1:	6,601:	564:	72,126:	35,015:	2,951:	74,946:		547:	7:		1,692:	2,348:	158,316:	38,481:	196,797
	2:	8,192:	545:	75,487:	38,326:	2,599:	86,635:		312:	603:		1,984:	1,896:	174,897:	41,682:	216,579
	3:	6,841:	2,190:	73,873:	40,027:	2,167:	92,127:		605:	272:		1,588:	2,098:	176,596:	45,192:	221,788
	4:	6,646:	526:	71,927:	41,513:	1,823:	92,775:		189:	469:		1,335:	2,118:	174,506:	44,815:	219,321
TOTAL'82		**28,280:**	**3,825:**	**293,413:**	**154,881:**	**9,540:**	**346,483:**		**1,653:**	**1,351:**		**6,599:**	**8,460:**	**684,315:**	**170,170:**	**854,485**
1983	1:	7,038:	1,452:	71,756:	48,357:	11,249:	90,489:		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
CUM. '83		7,038:	1,452:	71,756:	48,357:	11,249:	90,489:		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
% by T&O		3.01:	.62:	30.68:	20.68:	4.81:	38.69:		.11:	.01:		.49:	.90:	77.68:	22.32:	100.00
% by Type		3.63		51.36				43.62				1.39		100		100

D = Domestic Manufactured F = Foreign Manufactured

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Modular	Custom	Canal	Modular	Custom	Canal					
1980 1:	8,655:	881:	63,452:	33,859:	3,246:	46,660:		483:	-0-:		2,613:	2,584:	124,626:	37,807:	162,433
2:	9,599:	1,140:	63,546:	34,574:	6,514:	56,748:		1,990:	-0-:		2,578:	2,699:	138,985:	40,403:	179,388
3:	9,207:	574:	75,243:	41,321:	5,013:	61,530:		692:	124:		2,435:	2,791:	153,428:	45,502:	198,930
4:	8,596:	679:	74,163:	42,171:	4,354:	60,685:		572:	102:		1,844:	2,725:	149,642:	46,249:	195,891
TOTAL'80	**36,057:**	**3,274:**	**276,404:**	**151,925:**	**19,127:**	**225,623:**		**3,737:**	**226:**		**9,470:**	**10,799:**	**566,681:**	**169,961:**	**736,642**
1981 1:	8,160:	633:	70,738:	38,962:	3,615:	64,891:		447:	195:		2,262:	2,154:	149,666:	42,391:	192,057
2:	9,059:	734:	80,860:	46,455:	3,401:	73,540:		590:	1,500:		1,754:	1,091:	168,614:	50,370:	218,984
3:	8,713:	641:	80,584:	43,546:	3,481:	82,153:		569:	180:		1,909:	2,596:	176,840:	47,532:	224,372
4:	9,132:	503:	71,975:	31,923:	2,728:	76,640:		1,262:	93:		1,466:	3,066:	161,941:	36,847:	198,788
TOTAL'81	**35,064:**	**2,511:**	**304,157:**	**160,886:**	**13,225:**	**297,224:**		**2,868:**	**1,968:**		**7,391:**	**8,907:**	**657,061:**	**177,140:**	**834,201**
1982 1:	6,601:	564:	72,126:	35,015:	2,951:	74,946:		547:	7:		1,692:	2,348:	158,316:	38,481:	196,797
2:	8,192:	545:	75,487:	38,326:	2,599:	86,635:		312:	603:		1,984:	1,896:	174,897:	41,682:	216,579
3:	6,841:	2,190:	73,873:	40,027:	2,167:	92,127:		605:	272:		1,588:	2,098:	176,596:	45,192:	221,788
4:	6,646:	526:	71,927:	41,513:	1,823:	92,775:		189:	469:		1,335:	2,118:	174,506:	44,815:	219,321
TOTAL'82	**28,280:**	**3,825:**	**293,413:**	**154,881:**	**9,540:**	**346,483:**		**1,653:**	**1,351:**		**6,599:**	**8,460:**	**684,315:**	**170,170:**	**854,485**
1983 1:	7,038:	1,452:	71,756:	48,357:*	**1,654:**	**100,084:***		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
CUM. '83	7,038:	1,452:	71,756:	48,357:*	**1,654:**	**100,084:***		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
% by T&O	3.01:	.62:	30.68:	20.68:*	**.70:**	**42.80:***		.11:	.01:		.49:	.90:	77.68:	22.32:	100.00
% by Type:	**3.63%**		**51.36%**			**43.62%**					**1.39%**		**100%**		**100%**

***REVISIONS DUE TO TABULATING ERROR**

D = Domestic Manufactured F = Foreign Manufactured

P018
REVISED: 5/31/83

NOTE

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A5185-1
Background

August 29, 1983

MEMBERS AND PARTICIPANTS
HIA STATISTICAL PROGRAM

Enclosed is the Hearing Industries Association statistical report for the period ending June 30, 1983.

Sincerely,

Patsy W. Warfield

Patsy W. Warfield
Statistics Manager

Enclosure

7/2/83
A5185-1

HEARING INDUSTRIES ASSOCIATION HIA

REPORT FOR PERIOD: 2nd QUARTER - 1983

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1980				1981				1982				1983				1984			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	1	1	1	1	1	1	1	1	1	1	1	1	1	3						
ALLEN ELECTRONICS													1	1						
ALPHASONIC													1	1						
ARGOSY-REXTON					1	1	1	1	1	1	1	1	1	1						
AUDIBEL WHOLESALE					X	X	X	X	X	X	X	X	X	X						
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X	X	X						
AUDIVOX	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X						
BERNAFON, INC. (SXI)									1	1	1	1	1							
BOSCH HEARING INSTRUMENTS	X	X	X	X	X	X	X	3	1	1	1	1	X	X						
DAHLBERG ELECTRONICS	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	1	1						
ELECTONE, INC.	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
FIDELITY HEARING INSTRU.													1	1						
GILLER ELECTRONICS INC.													1	1						
HAC OF AMERICA														X						
HEARING SERVICES INC.						X	X	X	X	X	X	X	X	X						
MAGNATONE	1	1	1	1	1	1	3	1	1	1	1	1	1	1						
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	1	1	1	1						

CODES: X = Member 1 = Non-member 3 = No input

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1980				1981				1982				1983				1984			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
MARCON HEARING INSTRUMENTS													1	1						
NU-EAR ELECTRONICS	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
OTICON CORPORATION	1	1	1	1	X	X	X	X	X	X	X	X	X	X						
OTO-DYNE HEARING INSTRU.	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
PHILIPS	X	X	X	X	X	X	X	X	1	1	1	3	3	3						
PHONIC EAR INC.	1	1	1	1	1	1	1	3	1	1	1	1	1	1						
QUALITONE, INC.	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
RADIOEAR CORPORATION	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
RCI, INC.	1	1	1	1	1	1	1	1	1	X	1	1	1	1						
REXTON INT'L (ARGOSY INT'L)													1	1						
SIEMENS HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
STARKEY LABORATORIES INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X						
TELEX COMMUNICATIONS	X	X	X	X	X	X	X	X	X	X	X	X	X	X						
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X						
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X						
ZENETRON	1	1	1	1	1	1	1	1	1	1	1	1	1	1						

CODES: X = Member 1 = Non-member 3 = No Input

P015
8/29/83

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983 Jan.-Jun.		1984	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	4,484	1.00		
Alaska	578	.09	547	.07	946	.13	1,009	.22		
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	6,614	1.47		
Arkansas	5,058	.76	5,568	.72	6,826	.86	3,912	.87		
California	86,108	12.95	89,503	11.65	93,198	11.76	54,557	12.12		
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	5,709	1.27		
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	4,589	1.02		
Delaware	1,308	.20	1,390	.18	1,588	.20	860	.19		
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	1,063	.24		
Florida	40,716	6.12	48,804	6.35	52,196	6.58	32,784	7.28		
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	5,859	1.30		
Hawaii	1,450	.22	1,585	.21	1,363	.17	795	.18		
Idaho	4,001	.60	4,592	.60	5,089	.64	3,421	.76		
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	18,531	4.12		
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	10,381	2.31		
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	9,921	2.20		
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	4,744	1.05		
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	5,584	1.24		
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	5,173	1.15		
Maine	3,990	.60	3,834	.50	3,596	.45	2,267	.50		
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	6,813	1.51		
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	15,904	3.53		
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	18,682	4.15		
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	9,755	2.17		
Mississippi	3,890	.59	4,040	.53	4,603	.58	2,471	.55		
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	11,336	2.51		
Montana	3,340	.50	4,531	.59	3,901	.49	2,150	.47		
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	4,915	1.09		
Nevada	1,966	.30	2,137	.28	2,378	.30	1,349	.30		
Sub Total	**369,031**		**422,264**		**443,896**		**255,632**			

(Continued - page 2)

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983 Jan.-Jun.		1984	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	1,298	.29		
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	9,636	2.14		
New Mexico	2,902	.44	3,794	.49	4,291	.54	2,461	.55		
New York	36,938	5.55	38,800	5.05	41,854	5.29	22,281	4.95		
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	5,544	1.23		
North Dakota	3,140	.47	3,393	.44	3,364	.42	2,064	.46		
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	17,529	3.89		
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	5,958	1.32		
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	9,463	2.10		
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	25,438	5.65		
Rhode Island	2,990	.45	3,539	.46	3,277	.41	1,749	.39		
South Carolina	4,410	.66	4,541	.59	5,183	.65	2,991	.66		
South Dakota	2,395	.36	3,189	.42	3,050	.38	1,943	.43		
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	6,757	1.50		
Texas	38,457	5.78	42,209	5.49	42,637	5.38	24,315	5.40		
Utah	4,947	.74	6,039	.79	7,762	.98	4,133	.92		
Vermont	3,894	.59	4,202	.55	4,786	.60	2,735	.61		
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	6,489	1.44		
Washington	15,300	2.30	17,507	2.28	16,794	2.12	10,156	2.26		
West Virginia	5,698	.86	7,008	.92	7,351	.93	4,059	.90		
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	9,564	2.12		
Wyoming	1,057	.16	1,176	.15	1,200	.15	589	.13		
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	17,512	3.89		
Domestic Subtotal	**664,915**	**100%**	**768,240**	**100%**	**792,716**	**100%**	**450,296**	**100%**		
Canada	35,706		33,455		32,734		17,252			
Other Exp. from U.S.	29,903		30,025		27,563		15,354			
Miscellaneous	6,118		2,481		1,472		1,320			
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**484,222**			
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**					

08P020

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	4,909	4,019
	Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
	In Ear:	124	297	-0-	-0-	124	297
	Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 -	Eyeglass:	2,211	1,933	198	190	2,409	2,123
	Behind Ear:	3,913	5,304	846	760	4,759	6,064
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	6,124	7,237	1,044	950	7,168	8,187

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983 Jan.-Jun.
a. Maskers:	505	391	-22.57%	225
b. Masker Aids:	469	422	-10.02%	260

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983 Jan.-Jun.
Europe:	4,597	4,158	- 9.55%	2,121
Middle East:	515	360	-30.10%	68
Africa:	345	237	-31.30%	252
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	1,320
Japan:	3,783	3,389	-10.42%	1,094
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	1,945
Unallocated by the reporting companies:	15,121	13,804	- 8.71%	8,554
TOTAL:	30,025	27,563	- 8.20%	**15,354**

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.						CONV.		TOTALS		
	D	F	D	F	D			F			D	F	D	F	GT
					Modular	Custom	Canal	Modular	Custom	Canal					
1980 1:	8,655:	881:	63,452:	33,859:	3,246:	46,660:	:	483:	-0-:	:	2,613:	2,584:	124,626:	37,807:	162,433
2:	9,599:	1,140:	63,546:	34,574:	6,514:	56,748:	:	1,990:	-0-:	:	2,578:	2,699:	138,985:	40,403:	179,388
3:	9,207:	574:	75,243:	41,321:	5,013:	61,530:	:	692:	124:	:	2,435:	2,791:	153,428:	45,502:	198,930
4:	8,596:	679:	74,163:	42,171:	4,354:	60,685:	:	572:	102:	:	1,844:	2,725:	149,642:	46,249:	195,891
TOTAL'80	**36,057:**	**3,274:**	**276,404:**	**151,925:**	**19,127:**	**225,623:**	**:**	**3,737:**	**226:**	**:**	**9,470:**	**10,799:**	**566,681:**	**169,961:**	**736,642**
1981 1:	8,160:	633:	70,738:	38,962:	3,615:	64,891:	:	447:	195:	:	2,262:	2,154:	149,666:	42,391:	192,057
2:	9,059:	734:	80,860:	46,455:	3,401:	73,540:	:	590:	1,500:	:	1,754:	1,091:	168,614:	50,370:	218,984
3:	8,713:	641:	80,584:	43,546:	3,481:	82,153:	:	569:	180:	:	1,909:	2,596:	176,840:	47,532:	224,372
4:	9,132:	503:	71,975:	31,923:	2,728:	76,640:	:	1,262:	93:	:	1,466:	3,066:	161,941:	36,847:	198,788
TOTAL'81	**35,064:**	**2,511:**	**304,157:**	**160,886:**	**13,225:**	**297,224:**	**:**	**2,868:**	**1,968:**	**:**	**7,391:**	**8,907:**	**657,061:**	**177,140:**	**834,201**
1982 1:	6,601:	564:	72,126:	35,015:	2,951:	74,946:	:	547:	7:	:	1,692:	2,348:	158,316:	38,481:	196,797
2:	8,192:	545:	75,487:	38,326:	2,599:	86,635:	:	312:	603:	:	1,984:	1,896:	174,897:	41,682:	216,579
3:	6,841:	2,190:	73,873:	40,027:	2,167:	92,127:	:	605:	272:	:	1,588:	2,098:	176,596:	45,192:	221,788
4:	6,646:	526:	71,927:	41,513:	1,823:	92,775:	:	189:	469:	:	1,335:	2,118:	174,506:	44,815:	219,321
TOTAL'82	**28,280:**	**3,825:**	**293,413:**	**154,881:**	**9,540:**	**346,483:**	**:**	**1,653:**	**1,351:**	**:**	**6,599:**	**8,460:**	**684,315:**	**170,170:**	**854,485**
1983 1:	7,038:	1,452:	71,756:	48,357:	1,654:	100,084:	:	248:	41:	:	1,124:	2,107:	181,656:	52,205:	233,861
2:	5,445:	1,528:	68,443:	50,413:	1,342:	115,756:	4,142:	190:	26:	-0-:	1,178:	1,898:	196,306:	54,055:	250,361
YOUR CO.:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	
CUM. '83	12,483:	2,980:	140,199:	98,770:	2,996:	215,840:	4,142:	438:	67:	-0-:	2,302:	4,005:	377,962:	106,260:	484,222
% by T&O :	2.58:	.62:	28.95:	20.40:	.62:	44.57:	.86:	.09:	.01:	.00:	.47:	.83:	78.05:	21.95:	100.00
% by Type:	3.20%	:	49.35%	:			46.15%			:	1.30%	:	100%	:	100%

D = Domestic Manufactured F = Foreign Manufactured

P018
8/29/83